

Message Text

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ACTION EB-07

INFO OCT-01 AF-08 ARA-10 EUR-12 ISO-00 AGR-10 AGRE-00

COME-00 IO-13 OMB-01 TRSE-00 CIAE-00 INR-07 NSAE-00

STR-04 L-03 /076 W
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R 132009Z SEP 76

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 4123

INFO AMEMBASSY ABIDJAN

AMEMBASSY BOGOTA

AMEMBASSY BOND

AMEMBASSY BRASILIA

AMEMBASSY LONDON

AMEMBASSY MEXICO CITY

AMEMBASSY PARIS

AMEMBASSY SAN SALVADOR

AMCONSUL SAO PAULO

AMEMBASSY TANANARIVE

UNCLAS RIO DE JANEIRO 3449

E. O. 11652: N/A

TAGS: ETRD, EAGR, BR

SUBJ: BRAZILIAN PURCHASE OF 10,000 TONS OF MALAGASY COFFEE

REF.: TANANARIVE 1428, STATE 225399

1. IN MEETING WITH CONGEN RIO OFFICER, INTERBRAS DIRECTOR
SERGIO BARCELLOS CONFIRMED PURCHASE BY INTERBRAS OF 166 THOUSAND
BAGS OF COFFEE FROM MALAGASY REPUBLIC. BARCELLOS STATED THAT
PURCHASE WAS MADE FOR STRICTLY COMMERCIAL REASONS. ACCORDING
TO BARCELLOS, NEITHER THE IBC NOR ANY OTHER GOB ENTITY HAD
ANY INFLUENCE IN THE DECISION TO MAKE THE PURCHASE.
BARCELLOS SAID THE PURCHASE HAS BEEN HIGHLY PUBLICIZED BECAUSE
INTERBRAS IS GOB-CONTROLLED. HE NOTED, HOWEVER, THAT
SIMILAR PURCHASES HAD BEEN MADE BY PRIVATE BRAZILIAN COMPANIES
IN THE PAST. HE ALSO NOTED THAT 160,000 BAGS WAS A RELATIVELY
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SMALL TRANSACTION FOR BRAZIL.

2. ACCORDING TO BARCELLOS, FIRST 30 THOUSAND BAGS WILL BE DELIVERED TO BRAZIL BY THE END OF THIS MONTH. THE REMAINDER WILL ARRIVE BY THE END OF NOVEMBER. THE COFFEE IS INTENDED FOR THE BRAZILIAN SOLUBLE INDUSTRY. BARCELLOS STATED THAT THE BRAZILIAN SOLUBLE INDUSTRY CURRENTLY PROCESSES 2 MILLION BAGS OF GREEN COFFEE A YEAR. OF THIS AMOUNT 20 PERCENT (I.E. 400 THOUSAND BAGS A YEAR) CAN BE ROBUSTA COFFEE.

3. REGARDING FURTHER PURCHASES, BARCELLOS SAID THAT INTERBRAS WAS READY TO BUY PROVIDED THE PRICE AND TYPE OF COFFEE WAS RIGHT.

4. COMMENT: INTERBRAS HAS CONTENDED THAT ITS EARLIER PURCHASES FROM OTHER COUNTRIES OF COFFEE WERE "STRICTLY COMMERCIAL" AND ALSO USED THE EXPLANATION THAT SUCH PURCHASES WERE FOR THE SOLUBLE-COFFEE INDUSTRY. THIS BRINGS TO OVER 700,000 BAGS THE INTERBRAS PURCHASES OF "COFFEE FOR THE SOLUBLE INDUSTRY" THUS FAR THIS YEAR.

5. EMBASSY CONCURS IN FOREGOING.
DEXTER

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